

Message Text

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R 101542Z APR 75

FM AMEMBASSY SANTIAGO

TO SECSTATE WASHDC 2831

UNCLAS SANTIAGO 2159

E.O.11652:N/A

TAGS: BTRA, CI

SUBJ: VISIT OF STUDY GROUP FROM COUNCIL OF THE AMERICAS

1. EIGHT-MAN DELEGATION FROM COUNCIL FOR THE AMERICAS
MADE STUDY TRIP TO CHILE APRIL 3-4 TO EXAMINE PROSPECTS
FOR INVESTMENT IN AGRICULTURAL MININDUSTRY.

2. GROUP WAS HEADED BY COUNCIL VICE PRESIDENT ESTEBAN
FERRER AND INCLUDED OFFICIALS OF DOW CHEMICAL, CATER-
PILLAR, ITT CONTINENTAL BAKING, JOHN DEERE, AND NEW
ORLEANS INTERNATIONAL TRADE MART.

3. PROGRAM INCLUDED:

A) BRIEFING BY EMBASSY

B) VISIT TO NATIONAL SOCIETY OF AGRICULTURE

C) MEETING WITH MINISTER OF AGRICULTURE

D) CALL ON JUNTA MEMBER GENERAL CESAR MENDOZA

E) MEETING WITH ECONOMIC SPOKESMAN OF CHILEAN
GOVERNMENT MINISTERS SAEZ, LENIZ AND CAUAS;
OFFICIALS OF CORFO, FOREIGN MINISTRY AND
COMMITTEE ON FOREIGN INVESTMENT

F) LUNCHEON WITH NATIONAL ASSOCIATION OF MANUFACTURERS (SOFOFA)

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G) MEETING WITH U.S. CHAMBER OF COMMERCE, SANTIAGO

H) DINNER WITH MEMBERS OF NATIONAL CONFEDERATION OF
PRODUCTION AND COMMERCE

4. RATIONALE OF TRIP WAS TO INVESTIGATE AND REPORT ON CHILEAN INVESTMENT CLIMATE TO COUNCIL OF THE AMERICAS HEADQUARTERS IN NEW YORK. NO SIGNIFICANT INDIVIDUAL INVESTMENT PROJECTS WERE DISCUSSED. (SEVERAL OF GROUP MEMBERS' FIRMS ARE ALREADY ESTABLISHED IN CHILE.) REPRESENTATIVE OF NEW ORLEANS TRADE MART REPORTED POSITIVE RESPONSE TO THIS OFFER TO ACCOMMODATE CHILEAN STAND IN INTERNATIONAL EXPOSITION IN NEW ORLEANS LATER THIS YEAR.

5. GROUP MEMBERS WERE IMPRESSED WITH THEIR RECEPTION: THEY WERE ABLE TO MEET AND DISCUSS INVESTMENT QUESTIONS IN DEPTH WITH TOP OFFICIALS FROM GOVERNMENT, PUBLIC AND PRIVATE ENTERPRISE. KEY MEETING WAS THAT WITH ECONOMIC SPOKESMEN (PARAGRAPH 3.E. ABOVE) WHICH WAS CHARACTERIZED AS OPEN-ENDED, INFORMAL, SHIRT-SLEEVES DISCUSSION WHICH LASTED 2 1/2 HOURS AND WAS BROKEN OFF AT BEHEST OF COUNCIL OF THE AMERICAS GROUP TO ENABLE THEM TO MAKE LUNCH DATE. PREVAILING ATTITUDE ATTRIBUTED TO GOVERNMENT OFFICIALS FROM THIS SESSION WAS EAGERNESS TO ACCOMMODATE U.S. INVESTMENT WITH MAXIMUM FLEXIBILITY.

6. WE UNDERSTAND FORMAL REPORTS OF VISIT WILL BE WRITTEN UP BOTH HERE (BY LOCAL COUNCIL REPRESENTATIVE) AND IN NEW YORK. EMBASSY WILL POUCH LOCAL REPORT WHEN AVAILABLE. REQUEST DEPARTMENT SEEK SEPARATE REPORT FROM COUNCIL AND SEND US COPIES WHEN RECEIVED.
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